Mark F. Moffenbier [mmoffenbier@gmail.com](mailto:mmoffenbier@gmail.com) 503-544-9659

Objective: Small Business relationship Manager Job # 99992689

**Highlights and Qualifications**:

* Over 20 years Business and Retail Banking experience
* Excellent record of new business sales and expansion of existing client relationships
* Through knowledge of banking products and services ( including Key Bank’s products)
* Knowledge of how and when to implement the product base to both grow the existing relationship and to educate the customer as to why they should select key Bank as their bank of choice
* Disciplined approach to the sales and business development process, including prospect identification, development, pipeline management and presentation skills both in written and verbal presentations
* Excellent cross selling and referral skills to other bank departments and product centers
* Strong knowledge of sales related software systems
* Strong business acumen of the overall credit and loan process.
* Complete team player and Relationship manager

**Work Experience:**

**Capital Pacific Bank Portland, Oregon** **2011-2012**

**VP and Client Relationship Manager**

* Landing new deposit and banking relationships
* Retention and expansion of existing relationships
* Cross selling on relationships for expansion of banking services
* Fostered communication between bank departments
* Involvement in local community efforts to grow bank presence

**Shorebank Pacific Portland, Oregon 2006-2011**

**VP and Oregon Manager of Deposit and Cash management Sales**

* Generation of new deposit and banking relationships
* Generation of cash management business
* Generation of new loan and lending opportunities both small business, Real Estate opportunities
* Managed the sustainable banking program for Oregon and SW Washington marketplace
* Involvement in the Not for profit community in Portland, Oregon marketplace
* Build referral sources in the local professional communities resulting in referral opportunities

**Education**

**Bachelors of Science in Economics and Applied Business Psychology 12/1981**

**Banking and trust School/two terms 1984 & 1985**

**Sales and product knowledge classes span of career**